

Regional Funding

Fiscal Year 2021 - Partner Funding Application

DISABILITY RESOURCE CENTER OF THE RAPPAHANNOCK AREA, INC.

Agency Information

General Information

Agency Name DISABILITY RESOURCE CENTER OF THE RAPPAHANNOCK AREA, INC.
Physical Address 409 Progress Street, Fredericksburg, VA, 22401, U.S.A.
Mailing Address 409 Progress Street, Fredericksburg VA 22401
Agency Phone Number (540) 373-2559
Federal Tax ID # 54-1687677
Web Address www.cildrc.org
Agency Email Address dfults@cildrc.org

Agency Mission Statement

To assist people with disabilities to achieve the highest potential and benefit of independent living by providing them, those who support them and the community with information, education and resources.

Number of Years in Operation 27

Main Contact

Main Contact Debra K. Fults, phone: (540) 373-2559 x131, email: klett@cildrc.org
Job Title Executive Director

Localities Served

Please select any/all localities your agency serves.

Caroline
Fredericksburg
King George
Spotsylvania
Stafford

Collaborative Impact

Describe in detail how the community would be impacted if your agency were dissolved or merged with another partner agency.

The disAbility Resource Center and the services that we offer are UNIQUE. Our staff, the majority of whom are living with a disability or have a family member with a disability, provide peer-mentoring services and practical life experience advice to our consumers. While other agencies might provide services, no other agency in our area serving people living with disabilities offers this person-to-person lived experience. We provide our services through a variety of avenues including independent living skills training, peer mentoring, advocacy, facilitating transition from institutional care to the community and from school to adult life, and by providing information to individuals, their families, and the community on different services and supports.

Community members depend upon our durable medical equipment re-use program. There is no other program like it in our area; it is UNIQUE. Local citizens are referred by hospitals, physicians, and other service agencies. The program is well known enough to often be referred to on social media platforms; including Facebook community boards and Next Door.

Our capacity to help and encourage individuals advocate for themselves is UNIQUE. Through peer-mentoring sessions we encourage individuals to develop goals and assist them in developing the skills needed to achieve them. The dRC offers several peer groups to assist participants in developing the social, practical and needed skills to advocate for themselves in all types of situations. Our young adult group meets every week to learn life skills such as cooking, budgeting, and employability. Our Wednesday Afternoon Live group (all ages) focuses on peer mentoring, independent living skills and advocacy. dRC is home to a variety of groups including Adults with Aspergers, Hearing Loss Association, Parkinson's Support Group, Spinal Cord Injured Group, Rappahannock Area Autism Council, Fredericksburg Transition Council. dRC staff go above and beyond every day.

Community Impact

Please provide at least 2 examples of how your services have impacted members of our community.

Example 1

The disAbility Resource Center believes in the power of work for people with disabilities. We have held training for Benefits Planning, Self Employment, Getting a Job & Keeping the Job, Finding that Right Fit, Understanding Accommodations and resources, and a variety of issues in obtaining employment from resumes writing to mock interview. The reason most people with disabilities who lose a job or quit a job is because of their lack of soft skills. We provide opportunities for people with disabilities to volunteer over time, to develop transferable work skills including work ethics, communication, and learning what accommodations will benefit them. For example, some people benefit by writing down directions that can be referred to later. dRC was the convener of a meeting to discuss a national program for employment for students with disabilities. We invited all of the PD16 Special Education Directors, DARS, and VDOE. A PROJECT SEARCH at Mary Washington Healthcare Stafford Campus resulted from that meeting. Project Search encourages a collaboration between local school districts and a large area business. The school places a teacher and support staff in a business with 12 students. The students have 2 hours of classroom instruction each day, and then independently go out to different departments to perform a job. They are treated just like any other worker, developing the skills and relationships to then become a valuable employee. The school districts has received information about Project Search multiple times, but did not respond. A personal invitation to a local meeting made the difference in Stafford County offering to take the lead and inviting the other districts to participate with them. dRC did not have an ongoing relationship or responsibility to the program, but we were very pleased that the effort we made to gather people together resulted in a new program to increase employment for students transitioning from high school to adult life.

Example 2

Karen* experienced an acute medical event when she was 47, causing her to lose her mobility and her job. Unable to drive, this active single mother of three became homebound and relied on family and friends to transport her to and from appointments and to shuttle her children to and from activities. She came to the dRC as a volunteer to get out of the house a few hours a week. While working as a volunteer, Karen was empowered by the ideals of the dRC. "This place, a hidden gem out in the open, is all about breaking down barriers and building supports. I am amazed by the services that are available and the number of consumers using the dRC. And all the services, training are referrals are free!" As she moved from a wheelchair to a walker, she used equipment from the Equipment Connection. Using information and referrals from the dRC, she created a plan to create her "new normal." Karen learned to drive a vehicle modified with hand controls through a program at the Woodrow Wilson Center. She was able to purchase a modified van after learning from the dRC about the Assistive Technology Loan Fund Authority. Karen learned about the services of DARS (Department of Aging and Rehabilitative Services) from the dRC and had them help her with job skill re-training, and after completing a course and passing the exam earned a professional certification from a national organization. After volunteering at the dRC for two years, she is now a part-time employee. She recently traveled, with her mobility equipment, to Germany to visit her son serving in the US Army.

Example 3 (Optional)

A consumer with hearing loss, came to dRC in the hopes of helping her young adult son obtain a job, but then also asked if we could help her. We worked on her resume, how to dress for success, all the right words to say. We submitted a few applications, to no avail.

Through networking we heard about a job for her son. It was a hard job, one that requires a manual labor. It's a farm job. We went out there together because we have also been working with her son on his communication skills. He worked hard but was scheduled to go to Woodrow Wilson Workforce Center for a vocational evaluation and training. So, his work on the farm was more of a vocational experience to see if he wanted to pursue employment that was physically taxing. Throughout the day, the mom helped her son and fell in love with the animals. She was offered a part time job. She gladly accepted. This is our first success.

This story has a second sweet spot. The owner has had quite a few employees work for him, all have quit because the workload is quite rigorous. With this hire, he was a bit nervous. You see, the employee, well, she has vision problems, scoliosis and is Deaf. She has no speaking skills, no lip reading and isn't skilled in comprehending written English, as her native language is American Sign Language. The employer has no sign language skills and hasn't ever worked with anyone who has disabilities. He legitimately had concerns of how he was to communicate, if her vision problem would get in the way of her job and if her scoliosis could seriously pose a few problems.

The employer has a new respect for those with disabilities. He says he has never seen someone so determined and full of work ethic. The husband is also helping now, after he finishes his job as a postal worker, he goes to the farm and is fixing all the broken machinery. The assistance dRC staff gave this family made a remarkable difference. Awareness and acceptance happen one person's story at a time.

DISABILITY RESOURCE CENTER OF THE RAPPAHANNOCK AREA, INC.

Agency Budget Narrative

Administrative Expenses

Provide an overview of the administrative costs for your agency.

The Administrative expenses include expenses for the Executive Director, contracted Accountant, and fundraising expenses which are funded through the Disability Resource Center's Core Independent Living Grant, administered through the Department of Aging and Rehabilitative Services. Fundraising expenses are funded through revenues of Fee-for-Service programs. Administrative expenses for the Disability Resource Center are not funded utilizing the local county government funds.

If your agency is requesting an increase or decrease in administrative funding, please describe in detail the reasons for these changes.

dRC is not requesting administrative funding from localities.

Please provide justification for and specific amounts of administrative costs that are defrayed by locality funds.

n/a

Capital Expenses

Please provide an overview of the capital costs for your agency.

Capital costs for the agency consists of Equipment purchased and Equipment leases which support of of the programs and services.

Please provide justification for and specific amounts of capital costs that are defrayed by locality funds.

n/a

Salary & Benefit Expenses

Please provide an overview of any increases or decreases in general personnel expenses for your agency.

There is a slight decrease in personnel expenses due to a retirement of a former staff member which was replaced with a new staff member of lesser cost.

Please provide a description of any changes to agency benefits structure or cost.

The increase in benefits for the agency are increased due to additional staff members enrolling in the benefit plan.

Budget Issues

Provide any legislative initiatives or issues that may impact the agency for the upcoming year.

A small increase in the state Independent Living grant is requested in the 2020 Governor's budget or General Assembly by the Virginia Association of Centers for Independent Living (VACIL).

If you are aware of “outside” funding sources that will expire or be reduced on a set cycle or date, please note those below and how you are planning for them.

The Virginia Department of Deaf or Hard of Hearing outreach/tap grant proposal has been submitted. Unlike past grants, the new grant will be awarded in January, 2020. The dRC proposal area has a reduction of 3 counties served and a decrease of approximately \$13,000. The new coverage includes PD9, 17 & 18 and Orange County, for \$40,000.

At this time there are no other funding sources that will be reduced on a set cycle or date for dRC.

Please detail any identified agency needs or areas of concern that are currently not being addressed in your funding request.

The Equipment Connection is a program that is not mandated for core services of Independent Living. This program has a wide reach, assisting hundreds of people with thousands of dollars worth of equipment each year. The expenses include a separate 2,000 square ft building,

DISABILITY RESOURCE CENTER OF THE RAPPAHANNOCK AREA, INC.

Agency Total Budget

In the boxes below provide an overview of the administrative costs associated with your total agency budget.

Expenses

	FY 2017 Actual	FY 2018 Actual	FY 2019 Budgeted	FY 2020 Budgeted	FY 2021
Salary			429,626.00	401,385.00	413,550.00
Benefits			60,062.00	65,706.00	67,687.00
Operating Expenses			124,540.00	132,659.00	136,639.00
Capital Expenses			8,237.00	11,000.00	11,330.00
Other Expenses			95,463.00	88,874.00	91,385.00
Total	0.00	0.00	717,928.00	699,624.00	720,591.00

Revenues

Please include revenue associated with your entire organization. This section represents the TOTAL revenue your organization is receiving. The revenue associated with specific programs will be listed within your program budgets; this section represents total revenues. (For example if your organization requests funding for multiple programs the total amount requested from each locality or other entities goes within this section)

	FY 2017 Actual	FY 2018 Actual	FY 2019 Budgeted	FY 2020 Budgeted	FY 2021
Caroline			10,815.00	10,815.00	11,031.00
Fredericksburg			21,025.00	21,025.00	21,446.00
King George			8,400.00	8,400.00	8,568.00
Spotsylvania			30,550.00	28,000.00	31,360.00
Stafford			29,264.00	26,280.00	29,434.00
United Way			0.00	0.00	0.00
Grants			364,338.00	364,331.00	364,331.00
Client Fees			0.00	0.00	0.00
Fundraising			38,997.00	36,000.00	36,000.00
Other (Click to itemize)	0.00	0.00	240,369.00	239,820.00	244,320.00
Total	0.00	0.00	743,758.00	734,671.00	746,490.00

Surplus / Deficit

	FY 2017 Actual	FY 2018 Actual	FY 2019 Budgeted	FY 2020 Budgeted	FY 2021
Surplus or Deficit	0.00	0.00	25,830.00	35,047.00	25,899.00

DISABILITY RESOURCE CENTER OF THE RAPPAHANNOCK AREA, INC.

Locality Information

Locality Notes

Please use the spaces below to provide any locality specific notes or statements that may be relevant to your application.

Caroline County

Equipment Connection consumers' quotes: "My son was in an accident and he had to have emergency surgery where he fractured his left leg and had to have a steal bar put into his leg and two screw. I was referred to the Equipment Connections they were really a blessing to me and my son for the Equipment he needed. I don't know where i was going to get them from. So I'm grateful they were referred to me."; "Thank you for what you do! I use you all for equipment for my patients who cannot afford any!"; "I wanted to be able to get out and watch my grandchildren play sports and go to park. I live on fixed income and could not purchase a wheelchair. Now I can spend time with family going places. Thank you so much"; "My son totaled his car and broke his hip and femur on the left side and completely crushed his bottom right leg ankle and foot. He hasn't been able to shower since the accident May, 5th, he is becoming depressed having this equipment will greatly improve his mental health."

City of Fredericksburg

Equipment Connection consumers write: "I had quadruple bypass, then a stroke and several falls. Providing walker, rolling walkers and rail to help get out of bed is a God send! Thank you for all your help"; "Our son has Downs Syndrome but is getting so big we can't carry him anymore. This stroller will allow us to get him out of the house and enjoy time with relatives. Thank you!!!"; "My brother is non-ambulatory and is without a wheelchair at his new assisted living home in Fredericksburg. Our Medical supply shop is closed/out of business. Equipment Connection was vital to helping him in Fredericksburg"; "My client is a homeless woman who is also an amputee who cannot walk. This wheelchair will enable her to at least get out of the house and look for work. Thank you so much for allowing us to have it."; "My husband has a heart condition, stroke and cancer. Equipment Connection has helped with canes and information. Now thank you for the wheelchair."

King George County

Equipment Connection consumers write;" My wife has been in the hospital and rehab most of this year. Broken hip and arm, congestive heart failure, coma, kidney failure, arm surgery infection brain surgery. " This gentleman received a bedside commode, bedside table, cushion, depends, grab bars, knee brace, reacher and transport wheelchair. "I'm caring for my 95 year old mother and this will help out immensely. Thank you.";"This equipment is such a blessing. My son has been through so much. His father OD and passed 4 years ago. He has PTSD from that and manic anxiety. He always tries to take care of himself and work since the age of 14. He is now 18, engaged and works on a farm. I have had cancer surgery and have no financial way to help my son. Feeling very useless in so many ways to help my son. He is stressed about not working since this accident. This is so amazing and if the world ran like this it would be a better place. God bless you and thank you for this program."

Spotsylvania County

Equipment Connection consumers write:"My husband has just been diagnosed with cancer and is having a difficult time using the bathroom as tall as he is. Thank you for the use of this bedside commode and the rollator so that he can be mobile a little bit."; "This is an amazing help. My 12 year old son broke his tibia severely and will be in a cast for a minimum of 8 weeks. This is going to help him transport on field trips and to help showers. Thank you."; "Made a bad situation an easier one. A car accident that turned a hardworking man into one that is in constant need of help. Equipment Connection helped provide necessary needs that help on day to day activities."; "My daughter is 28 years old, she has incomplete spinal cord injury, POTS, lupus and autonomic disreflexia. She is in constant pain. I am not mechanical , so I need help fixing her chair."; "

Stafford County

Equipment Connection consumers write: "This place has been a God send to me since I had a serious fall last year. I'm 91 years old on a fixed income. God Bless this facility." "We care for a foster child who is a paraplegic and is at the age where she is outgrowing her equipment faster than we can replace it. This wheelchair will enable us to keep her mobile until we can get her outfitted with a more customized chair."; "My daughter has past been diagnosed with inoperable brain cancer and now coming home to spend her final days. Thank you for the equipment you have provided us while she is still with us."; "This is great place, my grandson does not walk. I accidently ran over his walker. VCU recommended this place. Customer Service is beyond helpful."; "We are so pleased and blessed having a bed for my mother. We have been very worried because we have very low income and my mother has no income at all. May God bless you always."

DISABILITY RESOURCE CENTER OF THE RAPPAHANNOCK AREA, INC. - Independent Living Services

Program Overview

You may save your work at any time by clicking on the "Save My Work" link/icon at the bottom or top of the page.

When you have completed all questions on the form, select the "Save My Work and Mark as Completed" link/icon at the bottom or top of this page.

You may also SWITCH between forms in this application by using the SWITCH FORMS feature in the upper right corner. When switching forms, any updates to the existing form will automatically be saved.

General Information

Program Name Independent Living Services

Is this a new program? No

Program Contact

Name Kimberly Lett

Title Deputy Director

Email klett@cildrc.org

Phone (540) 373-2559 x131

Program Purpose / Description

Provide an overview of this program

The dRC's focus on independent living skills benefits those living with a disability and those who care for them. Independent living skills training assists consumers in defining independent living goals and developing a plan to successfully meet those goals. It also encompasses assisting consumers with the basic skills needed to achieve and maintain independent living.

We accomplish our services through five primary avenues: peer mentoring, independent living skills training, advocacy, information and referral, and advocacy. With peer mentoring, people with disabilities assist people with disabilities to pursue their goals and recognize their abilities and provide family support helping to build and sustain positive and healthy relationships. The dRC helps people with disabilities learn self-advocacy and understand their rights and responsibilities under federal, state and local laws dealing with: housing, employment, education, community access, recreation, lifestyle and family. We also work to educate law makers on the local, state, and federal level about issues of importance to people with disabilities. Our touch point with all local citizens is our information and referral services; we maintain a database of local, state and national resources to connect consumers with resources necessary to meet their needs for independent living. Workshops provided to the community include a wide array of topics including Medicaid, Social Security, employment, recreation and more.

Client Fees

Please describe the fees clients must pay for the services by this program.

Clients are never assessed a fee for Independent Living Services.

Justification of Need

Please state clearly why this service should be provided to the citizens of the region and why the localities should consider this funding request.

People who incur an illness or accident, often do not have the information regarding available resources to assist them. Independent Living is not about being able to do everything yourself, it's about having a choice and a voice of how to live your life and direct your own life and care. As a consumer run, cross disability nonprofit, our goal is to reach people to provide them with the information and resources they need to see a life beyond their disability. Often young people go home to their parents for recovery and get stuck. Benefits, caregivers, and healthcare can be the immediate concern. We help people look to the future, find the resources and technology that can give them a life they love. Meeting with an individual with similar life experiences makes a difference in a person's outlook for their own future, to hopeful and one with unlimited possibilities. Whatever the barriers are, physical, attitudinal, communication access or other, we are here to help.

If this is a new program, be sure to include the benefits to the region for funding a new request.

This is not a new program

Target Audience and Service Delivery

Describe the program's intended audience or client base and how those clients are served.

The audience or consumer base for independent living services are those living with a disability, and those with a family member or loved one living with a disability. Ideally, we want to connect with everyone in the community since statistics from the US Census indicate that currently approximately 20% of the population is living with a disability. Anyone is one car accident, one medical crisis, or one heartbeat away from needing services geared toward living with a disability.

We are unique in that we serve individuals across all disabilities, whether it is physical, developmental or related to mental health. We help to ensure that all individuals have the correct supports and the access to accessible housing, education services, employment, and personal care services.

We accomplish our services through five primary avenues: peer mentoring, independent living skills training, transition services, information and referral, and advocacy. Workshops are available to anyone.

If your program has specific entry or application criteria, please describe it here.

Direct Independent Living Services are intended to assist people with significant disabilities to achieve a higher level of choice and control of their lives. "Significant disability" is determined by the individual and how their disability impacts their life. In addition to the person with the disability, the service may include family members or other supports who often need information and encouragement to assist the person with the disability to take responsibility for their goals. Unfortunately, many people who incur a disability relinquish control of their lives, including finances, personal care and community activities. Often young people move back into their family home after incurring a disability and get "stuck" in a life with limited access to the community, relying on public benefits and parents or siblings to direct their care. To receive dRC services, the consumer must want to be an active participant and set their own goals with support from dRC staff.

DISABILITY RESOURCE CENTER OF THE RAPPAHANNOCK AREA, INC. - Independent Living Services

Program Budget Narrative

Please indicate in detail reasons for increases or decreases in the amounts you are requesting.

dRC is requesting a small 2% increase from all counties to keep up with inflation and an additional 8% from Stafford and Spotsylvania Counties to recoup reductions from FY20. This program is unique and accessible to the entire community, regardless of disability or age. There is nowhere else a person with a physical or sensory disability can go to participate, meet with a peer mentor, participate in independent living training, be part of a community who share experiences and learn from each other. dRC is the one place people can walk through the door and get immediate assistance, questions answered and schedule an appointment within a couple of weeks. dRC is the only agency that will go to a person's house and help them learn to organize, pay their bills, cook a healthy meal or negotiate with their landlord to take care of mold in their air conditioner. It is difficult to describe the myriad of activities resulting in positive outcomes that happen daily by dRC staff.

If an increase is being requested, please describe the impact not receiving an increase would have on the program.

People requiring intensive direct services may be placed on a waiting list. People with recent injury or illness need to be assisted as soon as possible to understand the possibilities of living well with a disability, and what supports and services are available to help them to continue to live a full life. Unfortunately, all too often, people with disabilities see themselves as "less than" or a "burden" for their family. The need for quick intervention, before depression sets in, is imperative to a person's success in relationships, employment and all aspects of community life. Disability is a natural part of life, but still, there is a social stigma for some, who can't see past the disability. The percentage of people with disabilities is increasing according to American Community Survey. VA is 11.7 - 13.1%. Funding dRC does not reduce disability but it can help people learn to live better in spite of it. Institutional care should be a last resort for people who need care.

In particular, please describe in detail if any increase is sought for new positions or personnel.

An additional part time staff will be hired.

DISABILITY RESOURCE CENTER OF THE RAPPAHANNOCK AREA, INC. - Independent Living Services

Program Specific Budget

Please provide your program specific budget below.

Expenses

	FY 2017 Actual	FY 2018 Actual	FY 2019 Budgeted	FY 2020 Budgeted	FY 2021
Personnel				234,049.00	241,070.00
Benefits				43,077.00	44,369.00
Operating Expenses				209,942.00	216,240.00
Capital Expenses				9,900.00	10,197.00
Total	0.00	0.00	0.00	496,968.00	511,876.00

Revenues

This section represents revenue specifically associated with your program. Revenue that supports the implementation of your program and the services provided to the community.

	FY 2017 Actual	FY 2018 Actual	FY 2019 Budgeted	FY 2020 Budgeted	FY 2021
Caroline				9,734.00	9,928.00
Fredericksburg				18,923.00	19,301.00
King George				7,560.00	7,711.00
Spotsylvania				25,200.00	28,224.00
Stafford				23,652.00	26,490.00
United Way				0.00	0.00
Grants				327,898.00	327,898.00
Client Fees				0.00	0.00
Fundraising				32,400.00	32,400.00
Other (Click to itemize)	0.00	0.00	0.00	26,838.00	26,838.00
ASL Tuition Fees				4,500.00	4,500.00
Building Rental Fees				180.00	180.00
Contributions				4,500.00	4,500.00
Other Revenue				12,600.00	12,600.00
Direct Service Reimbursement				2,700.00	2,700.00

	FY 2017 Actual	FY 2018 Actual	FY 2019 Budgeted	FY 2020 Budgeted	FY 2021
Interest Income				1,350.00	1,350.00
Seminars				900.00	900.00
Bad debt recover				108.00	108.00
Total	0.00	0.00	0.00	472,205.00	478,790.00

Surplus / Deficit

	FY 2017 Actual	FY 2018 Actual	FY 2019 Budgeted	FY 2020 Budgeted	FY 2021
Surplus or Deficit	0.00	0.00	0.00	-24,763.00	-33,086.00

DISABILITY RESOURCE CENTER OF THE RAPPAHANNOCK AREA, INC. - Independent Living Services

[View Diagram](#) **Goals and Objectives**

Goals

Goal:

Provide independent living services to individuals with disabilities in Planning District 16, including Peer Mentoring, Independent Living Skills Training, Transition, and Advocacy that will increase their ability to develop and achieve personal independent living goals.

Objectives

		2017 Year End	2018 Baseline	2018 Year End	2019 Baseline	2019 Year End	2020 Baseline
Community Integration Specialists will serve people with disabilities by assisting them with writing an independent living plan, developing goals and mapping out the steps needed to achieve their goal. They will: conduct regular meetings, reviewing plan and activities; research and provide information and referral; assist the consumer in completing applications for benefits or employment and other supports as deemed appropriate. Meetings will be conducted in location chosen by the consumer.	Total # Clients Served			787			953
	Total # Clients Achieved/Successful			787			953
	% Achieved / Successful	0	0	100	0	0	100
Community Integration specialists will provide 30 Independent Living workshops for groups of adults or teens with disabilities. Workshops may be independent topics or scheduled in a series. Speakers may be invited from the	Total # Clients Served			250			300
	Total # Clients Achieved/Successful			250			300
	% Achieved / Successful	0	0	100	0	0	100

community in addition to dRC staff. The topics will include a variety of topics such as: healthy living, cooking, employment, housing, relationships, volunteering, low cost community activities, self advocacy, relevant legislative issues, or living well with a disability.

Explanation & Overview

If your outcomes are significantly less than your stated objectives, please note any reasons why this might be the case

n/a

Updates for FY2018

Please note any changes you plan to make to the program, or the stated goals and objectives, given the data you have reported

n/a

If you are restating the goals or objectives for the prior calendar year, please include those here

n/a

Goal:

dRC will raise awareness of services and supports, programs and ideas for people with disabilities to live better lives in the community through 3,500 one to one information and referral contacts, 15 community workshops, 6 newsletters and weekly social media posts.

Objectives

	2017 Year End	2018 Baseline	2018 Year End	2019 Baseline	2019 Year End	2020 Baseline
Develop a list of relevant workshop topics which	Total # Clients Served		2,500			4,000

may include Medicaid, Social Security, employment/self employment, IDEA/school, transition, universal design, adaptive sports, and personal attendant employment	Total # Clients Achieved/Successful			2,500				4,000
	% Achieved / Successful	0	0	100	0	0	100	
<hr/>								
Develop a list of 10 newsletter and social media informational topics, along with an annual schedule of events. Develop a list of 10 social media groups to follow and re-post.	Total # Clients Served			10				30
	Total # Clients Achieved/Successful			10				30
	% Achieved / Successful	0	0	100	0	0	100	

Explanation & Overview

If your outcomes are significantly less than your stated objectives, please note any reasons why this might be the case

n/a

Updates for FY2018

Please note any changes you plan to make to the program, or the stated goals and objectives, given the data you have reported

no changes

If you are restating the goals or objectives for the prior calendar year, please include those here

n/a

DISABILITY RESOURCE CENTER OF THE RAPPAHANNOCK AREA, INC. - Independent Living Services

Number of Individuals Served

Localities

Please provide the actual numbers of individuals served in this program during FY2017, FY2018, and FY 2019, the estimated numbers of individuals served in FY2020 and the projected numbers of individuals served in FY2021.

Locality	FY2017 (Actual)	FY2018 (Actual)	FY 2019 (Actual)	FY 2020 Estimate	FY 2021 Projected
Fredericksburg City	452	453	520	572	629
Caroline County	139	123	150	165	181
King George County	104	78	127	148	196
Spotsylvania County	853	684	780	858	944
Stafford County	564	448	526	579	637
Other Localities	61	103	98	108	126
Total	2,173	1,889	2,201	2,430	2,713

DISABILITY RESOURCE CENTER OF THE RAPPAHANNOCK AREA, INC. - Independent Living Services

Collaborative Impact

Efforts and Partnerships

Describe in detail examples of collaborative efforts and key partnerships between your program and the other programs or agencies in the area.

dRC has a wide range of collaborative relationships to assist people with disabilities to achieve a higher level of independence. The Departments of Social Services, private and public mental health, aging, homeless, domestic violence, transportation, education, healthcare, and employment agencies refer or bring their clients to dRC for IL Services. dRC is committed to empower individuals to develop their support team to work in concert to support their goals. dRC provides assistance with environmental modifications for VHDA, Assisted Listening devices for VDDHH, and Energy share for Dominion Power. We have a rich history of working with organizations in collaborative councils around transition, employment, transportation, housing, healthcare, education and access. dRC is often on the forefront of bringing new, important information to the community with strong partnerships with the state agencies DMAS, DBHDS, DARS, VDDHH, DBVI and VDOE.

Collaborative Impact

Describe in detail how the community would be impacted if your program were dissolved or merged with another partner agency.

dRC provides a large majority of free training and workshops offered for the community. In addition to people with disabilities and families, many participants are staff of public and private agencies, whose only cost is their time. Topics include a variety of issues which impact local citizens. dRC provides a unique weekly health and wellness group for people with disabilities and caregivers, who then can benefit from our partnership with the YMCA for a reduced membership. We are the only cross disability program that provides weekly group IL training. We are the go-to agency for information and referral in the region. Many agencies refer their consumers to us for information. dRC staff and Board members represent people with disabilities in all aspects of community planning and systems change, attending more than 45 different committees and councils. We work to educate and partner with our Local, State and Federal Legislators on issues which impact people with disabilities.

Regional Funding

Fiscal Year 2021 - Partner Funding Application

DISABILITY RESOURCE CENTER OF THE RAPPAHANNOCK AREA, INC.

Agency Information

General Information

Agency Name DISABILITY RESOURCE CENTER OF THE RAPPAHANNOCK AREA, INC.
Physical Address 409 Progress Street, Fredericksburg, VA, 22401, U.S.A.
Mailing Address 409 Progress Street, Fredericksburg VA 22401
Agency Phone Number (540) 373-2559
Federal Tax ID # 54-1687677
Web Address www.cildrc.org
Agency Email Address dfults@cildrc.org

Agency Mission Statement

To assist people with disabilities to achieve the highest potential and benefit of independent living by providing them, those who support them and the community with information, education and resources.

Number of Years in Operation 27

Main Contact

Main Contact Debra K. Fults, phone: (540) 373-2559 x131, email: klett@cildrc.org
Job Title Executive Director

Localities Served

Please select any/all localities your agency serves.

Caroline
Fredericksburg
King George
Spotsylvania
Stafford

Collaborative Impact

Describe in detail how the community would be impacted if your agency were dissolved or merged with another partner agency.

The disAbility Resource Center and the services that we offer are UNIQUE. Our staff, the majority of whom are living with a disability or have a family member with a disability, provide peer-mentoring services and practical life experience advice to our consumers. While other agencies might provide services, no other agency in our area serving people living with disabilities offers this person-to-person lived experience. We provide our services through a variety of avenues including independent living skills training, peer mentoring, advocacy, facilitating transition from institutional care to the community and from school to adult life, and by providing information to individuals, their families, and the community on different services and supports.

Community members depend upon our durable medical equipment re-use program. There is no other program like it in our area; it is UNIQUE. Local citizens are referred by hospitals, physicians, and other service agencies. The program is well known enough to often be referred to on social media platforms; including Facebook community boards and Next Door.

Our capacity to help and encourage individuals advocate for themselves is UNIQUE. Through peer-mentoring sessions we encourage individuals to develop goals and assist them in developing the skills needed to achieve them. The dRC offers several peer groups to assist participants in developing the social, practical and needed skills to advocate for themselves in all types of situations. Our young adult group meets every week to learn life skills such as cooking, budgeting, and employability. Our Wednesday Afternoon Live group (all ages) focuses on peer mentoring, independent living skills and advocacy. dRC is home to a variety of groups including Adults with Aspergers, Hearing Loss Association, Parkinson's Support Group, Spinal Cord Injured Group, Rappahannock Area Autism Council, Fredericksburg Transition Council. dRC staff go above and beyond every day.

Community Impact

Please provide at least 2 examples of how your services have impacted members of our community.

Example 1

The disAbility Resource Center believes in the power of work for people with disabilities. We have held training for Benefits Planning, Self Employment, Getting a Job & Keeping the Job, Finding that Right Fit, Understanding Accommodations and resources, and a variety of issues in obtaining employment from resumes writing to mock interview. The reason most people with disabilities who lose a job or quit a job is because of their lack of soft skills. We provide opportunities for people with disabilities to volunteer over time, to develop transferable work skills including work ethics, communication, and learning what accommodations will benefit them. For example, some people benefit by writing down directions that can be referred to later. dRC was the convener of a meeting to discuss a national program for employment for students with disabilities. We invited all of the PD16 Special Education Directors, DARS, and VDOE. A PROJECT SEARCH at Mary Washington Healthcare Stafford Campus resulted from that meeting. Project Search encourages a collaboration between local school districts and a large area business. The school places a teacher and support staff in a business with 12 students. The students have 2 hours of classroom instruction each day, and then independently go out to different departments to perform a job. They are treated just like any other worker, developing the skills and relationships to then become a valuable employee. The school districts has received information about Project Search multiple times, but did not respond. A personal invitation to a local meeting made the difference in Stafford County offering to take the lead and inviting the other districts to participate with them. dRC did not have an ongoing relationship or responsibility to the program, but we were very pleased that the effort we made to gather people together resulted in a new program to increase employment for students transitioning from high school to adult life.

Example 2

Karen* experienced an acute medical event when she was 47, causing her to lose her mobility and her job. Unable to drive, this active single mother of three became homebound and relied on family and friends to transport her to and from appointments and to shuttle her children to and from activities. She came to the dRC as a volunteer to get out of the house a few hours a week. While working as a volunteer, Karen was empowered by the ideals of the dRC. "This place, a hidden gem out in the open, is all about breaking down barriers and building supports. I am amazed by the services that are available and the number of consumers using the dRC. And all the services, training are referrals are free!" As she moved from a wheelchair to a walker, she used equipment from the Equipment Connection. Using information and referrals from the dRC, she created a plan to create her "new normal." Karen learned to drive a vehicle modified with hand controls through a program at the Woodrow Wilson Center. She was able to purchase a modified van after learning from the dRC about the Assistive Technology Loan Fund Authority. Karen learned about the services of DARS (Department of Aging and Rehabilitative Services) from the dRC and had them help her with job skill re-training, and after completing a course and passing the exam earned a professional certification from a national organization. After volunteering at the dRC for two years, she is now a part-time employee. She recently traveled, with her mobility equipment, to Germany to visit her son serving in the US Army.

Example 3 (Optional)

A consumer with hearing loss, came to dRC in the hopes of helping her young adult son obtain a job, but then also asked if we could help her. We worked on her resume, how to dress for success, all the right words to say. We submitted a few applications, to no avail.

Through networking we heard about a job for her son. It was a hard job, one that requires a manual labor. It's a farm job. We went out there together because we have also been working with her son on his communication skills. He worked hard but was scheduled to go to Woodrow Wilson Workforce Center for a vocational evaluation and training. So, his work on the farm was more of a vocational experience to see if he wanted to pursue employment that was physically taxing. Throughout the day, the mom helped her son and fell in love with the animals. She was offered a part time job. She gladly accepted. This is our first success.

This story has a second sweet spot. The owner has had quite a few employees work for him, all have quit because the workload is quite rigorous. With this hire, he was a bit nervous. You see, the employee, well, she has vision problems, scoliosis and is Deaf. She has no speaking skills, no lip reading and isn't skilled in comprehending written English, as her native language is American Sign Language. The employer has no sign language skills and hasn't ever worked with anyone who has disabilities. He legitimately had concerns of how he was to communicate, if her vision problem would get in the way of her job and if her scoliosis could seriously pose a few problems.

The employer has a new respect for those with disabilities. He says he has never seen someone so determined and full of work ethic. The husband is also helping now, after he finishes his job as a postal worker, he goes to the farm and is fixing all the broken machinery. The assistance dRC staff gave this family made a remarkable difference. Awareness and acceptance happen one person's story at a time.

DISABILITY RESOURCE CENTER OF THE RAPPAHANNOCK AREA, INC.

Agency Budget Narrative

Administrative Expenses

Provide an overview of the administrative costs for your agency.

The Administrative expenses include expenses for the Executive Director, contracted Accountant, and fundraising expenses which are funded through the Disability Resource Center's Core Independent Living Grant, administered through the Department of Aging and Rehabilitative Services. Fundraising expenses are funded through revenues of Fee-for-Service programs. Administrative expenses for the Disability Resource Center are not funded utilizing the local county government funds.

If your agency is requesting an increase or decrease in administrative funding, please describe in detail the reasons for these changes.

dRC is not requesting administrative funding from localities.

Please provide justification for and specific amounts of administrative costs that are defrayed by locality funds.

n/a

Capital Expenses

Please provide an overview of the capital costs for your agency.

Capital costs for the agency consists of Equipment purchased and Equipment leases which support of of the programs and services.

Please provide justification for and specific amounts of capital costs that are defrayed by locality funds.

n/a

Salary & Benefit Expenses

Please provide an overview of any increases or decreases in general personnel expenses for your agency.

There is a slight decrease in personnel expenses due to a retirement of a former staff member which was replaced with a new staff member of lesser cost.

Please provide a description of any changes to agency benefits structure or cost.

The increase in benefits for the agency are increased due to additional staff members enrolling in the benefit plan.

Budget Issues

Provide any legislative initiatives or issues that may impact the agency for the upcoming year.

A small increase in the state Independent Living grant is requested in the 2020 Governor's budget or General Assembly by the Virginia Association of Centers for Independent Living (VACIL).

If you are aware of “outside” funding sources that will expire or be reduced on a set cycle or date, please note those below and how you are planning for them.

The Virginia Department of Deaf or Hard of Hearing outreach/tap grant proposal has been submitted. Unlike past grants, the new grant will be awarded in January, 2020. The dRC proposal area has a reduction of 3 counties served and a decrease of approximately \$13,000. The new coverage includes PD9, 17 & 18 and Orange County, for \$40,000.

At this time there are no other funding sources that will be reduced on a set cycle or date for dRC.

Please detail any identified agency needs or areas of concern that are currently not being addressed in your funding request.

The Equipment Connection is a program that is not mandated for core services of Independent Living. This program has a wide reach, assisting hundreds of people with thousands of dollars worth of equipment each year. The expenses include a separate 2,000 square ft building,

DISABILITY RESOURCE CENTER OF THE RAPPAHANNOCK AREA, INC.

Agency Total Budget

In the boxes below provide an overview of the administrative costs associated with your total agency budget.

Expenses

	FY 2017 Actual	FY 2018 Actual	FY 2019 Budgeted	FY 2020 Budgeted	FY 2021
Salary			429,626.00	401,385.00	413,550.00
Benefits			60,062.00	65,706.00	67,687.00
Operating Expenses			124,540.00	132,659.00	136,639.00
Capital Expenses			8,237.00	11,000.00	11,330.00
Other Expenses			95,463.00	88,874.00	91,385.00
Total	0.00	0.00	717,928.00	699,624.00	720,591.00

Revenues

Please include revenue associated with your entire organization. This section represents the TOTAL revenue your organization is receiving. The revenue associated with specific programs will be listed within your program budgets; this section represents total revenues. (For example if your organization requests funding for multiple programs the total amount requested from each locality or other entities goes within this section)

	FY 2017 Actual	FY 2018 Actual	FY 2019 Budgeted	FY 2020 Budgeted	FY 2021
Caroline			10,815.00	10,815.00	11,031.00
Fredericksburg			21,025.00	21,025.00	21,446.00
King George			8,400.00	8,400.00	8,568.00
Spotsylvania			30,550.00	28,000.00	31,360.00
Stafford			29,264.00	26,280.00	29,434.00
United Way			0.00	0.00	0.00
Grants			364,338.00	364,331.00	364,331.00
Client Fees			0.00	0.00	0.00
Fundraising			38,997.00	36,000.00	36,000.00
Other (Click to itemize)	0.00	0.00	240,369.00	239,820.00	244,320.00
Total	0.00	0.00	743,758.00	734,671.00	746,490.00

Surplus / Deficit

	FY 2017 Actual	FY 2018 Actual	FY 2019 Budgeted	FY 2020 Budgeted	FY 2021
Surplus or Deficit	0.00	0.00	25,830.00	35,047.00	25,899.00

DISABILITY RESOURCE CENTER OF THE RAPPAHANNOCK AREA, INC.

Locality Information

Locality Notes

Please use the spaces below to provide any locality specific notes or statements that may be relevant to your application.

Caroline County

Equipment Connection consumers' quotes: "My son was in an accident and he had to have emergency surgery where he fractured his left leg and had to have a steal bar put into his leg and two screw. I was referred to the Equipment Connections they were really a blessing to me and my son for the Equipment he needed. I don't know where i was going to get them from. So I'm grateful they were referred to me."; "Thank you for what you do! I use you all for equipment for my patients who cannot afford any!"; "I wanted to be able to get out and watch my grandchildren play sports and go to park. I live on fixed income and could not purchase a wheelchair. Now I can spend time with family going places. Thank you so much"; "My son totaled his car and broke his hip and femur on the left side and completely crushed his bottom right leg ankle and foot. He hasn't been able to shower since the accident May, 5th, he is becoming depressed having this equipment will greatly improve his mental health."

City of Fredericksburg

Equipment Connection consumers write: "I had quadruple bypass, then a stroke and several falls. Providing walker, rolling walkers and rail to help get out of bed is a God send! Thank you for all your help"; "Our son has Downs Syndrome but is getting so big we can't carry him anymore. This stroller will allow us to get him out of the house and enjoy time with relatives. Thank you!!!"; "My brother is non-ambulatory and is without a wheelchair at his new assisted living home in Fredericksburg. Our Medical supply shop is closed/out of business. Equipment Connection was vital to helping him in Fredericksburg"; "My client is a homeless woman who is also an amputee who cannot walk. This wheelchair will enable her to at least get out of the house and look for work. Thank you so much for allowing us to have it."; "My husband has a heart condition, stroke and cancer. Equipment Connection has helped with canes and information. Now thank you for the wheelchair."

King George County

Equipment Connection consumers write;" My wife has been in the hospital and rehab most of this year. Broken hip and arm, congestive heart failure, coma, kidney failure, arm surgery infection brain surgery. " This gentleman received a bedside commode, bedside table, cushion, depends, grab bars, knee brace, reacher and transport wheelchair. "I'm caring for my 95 year old mother and this will help out immensely. Thank you.";"This equipment is such a blessing. My son has been through so much. His father OD and passed 4 years ago. He has PTSD from that and manic anxiety. He always tries to take care of himself and work since the age of 14. He is now 18, engaged and works on a farm. I have had cancer surgery and have no financial way to help my son. Feeling very useless in so many ways to help my son. He is stressed about not working since this accident. This is so amazing and if the world ran like this it would be a better place. God bless you and thank you for this program."

Spotsylvania County

Equipment Connection consumers write:"My husband has just been diagnosed with cancer and is having a difficult time using the bathroom as tall as he is. Thank you for the use of this bedside commode and the rollator so that he can be mobile a little bit."; "This is an amazing help. My 12 year old son broke his tibia severely and will be in a cast for a minimum of 8 weeks. This is going to help him transport on field trips and to help showers. Thank you."; "Made a bad situation an easier one. A car accident that turned a hardworking man into one that is in constant need of help. Equipment Connection helped provide necessary needs that help on day to day activities."; "My daughter is 28 years old, she has incomplete spinal cord injury, POTS, lupus and autonomic disreflexia. She is in constant pain. I am not mechanical , so I need help fixing her chair."; "

Stafford County

Equipment Connection consumers write: "This place has been a God send to me since I had a serious fall last year. I'm 91 years old on a fixed income. God Bless this facility." "We care for a foster child who is a paraplegic and is at the age where she is outgrowing her equipment faster than we can replace it. This wheelchair will enable us to keep her mobile until we can get her outfitted with a more customized chair."; "My daughter has past been diagnosed with inoperable brain cancer and now coming home to spend her final days. Thank you for the equipment you have provided us while she is still with us."; "This is great place, my grandson does not walk. I accidently ran over his walker. VCU recommended this place. Customer Service is beyond helpful."; "We are so pleased and blessed having a bed for my mother. We have been very worried because we have very low income and my mother has no income at all. May God bless you always."

DISABILITY RESOURCE CENTER OF THE RAPPAHANNOCK AREA, INC. - Equipment Connection

Program Overview

You may save your work at any time by clicking on the "Save My Work" link/icon at the bottom or top of the page.

When you have completed all questions on the form, select the "Save My Work and Mark as Completed" link/icon at the bottom or top of this page.

You may also SWITCH between forms in this application by using the SWITCH FORMS feature in the upper right corner. When switching forms, any updates to the existing form will automatically be saved.

General Information

Program Name	Equipment Connection
Is this a new program?	No

Program Contact

Name	Debra K. Fults
Title	Executive Director
Email	dfults@cildrc.org
Phone	(540) 373-2559 x151

Program Purpose / Description

Provide an overview of this program

Equipment Connection is a centralized, full service, durable medical equipment reuse program. This is a community resource for people with temporary or permanent disabilities who require equipment to ensure their health and safety. Professionals from nonprofit, personal care and vocational agencies; physical, occupational and recreational therapists; hospital and nursing home discharge workers and group homes or assisted living agencies use this program to serve their customers. The program collects, cleans and repairs equipment to redistribute to people in need. The program is typically open M-F, 9:00 – 4:30 p.m. Consumers or agency staff come to 1503 Princess Anne Street to request equipment. They fill out a form, which captures their demographic information, along with what they need and why they need the equipment, and who referred them. The data is then transferred to CILs First data system at dRC. If the requested equipment is available, the individual can receive it during the initial visit. If the equipment is not available, their name is placed on a waiting list. Often bariatric equipment is not available. Weekly, the Program Coordinator picks up donated equipment at the main Rappahannock Goodwill warehouse. Equipment includes power wheelchairs and scooters, manual wheelchairs, walkers, canes, bedside commodes, children's standing equipment, car seats, hospital beds and some disposable items like adult diapers and bed pads. The program does not deny anyone.

Client Fees

Please describe the fees clients must pay for the services by this program.

There is never a fee associated with receiving equipment or having equipment repaired.

Justification of Need

Please state clearly why this service should be provided to the citizens of the region and why the localities should consider this funding request.

Public or private insurance often does not cover the equipment people need, and they typically do not provide for more than one piece of equipment within a five year span or they give a choice between rehabilitation or equipment. People who use a power wheelchair, also need a non-motorized transport chair for back up in emergencies or for outings using inaccessible transportation. There some people who use a wheelchair in the community but a walker at home. There are also many people with no insurance. Individuals who sustain an illness or injury may have long waiting periods for insurance authorization are being discharged from an emergency room and need the equipment immediately. With the proper mobility equipment, children with disabilities learn independence and are able to participate with friends and classmates without adult support. Adults are able to participate in work, education, shopping and community events. Proper equipment increases an individual's quality of life

If this is a new program, be sure to include the benefits to the region for funding a new request.

This is not a new program to dRC, previous year's proposals included the Equipment Connection in dRC Services.

Target Audience and Service Delivery

Describe the program's intended audience or client base and how those clients are served.

Our client base is comprised of (1) People with permanent disabilities who are uninsured or under-insured, or waiting for approval from their insurance company for a device. (2) People with temporary disabilities who need a device for a short period of time and then donate it back to the program (3) People who have a mobility device but need a second device, for example, they have a wheelchair but can use a walker in their home (4) people who have a permanent disability and are visiting friends or family for a short period of time and need a device during their stay (5) people who are served in institutional care, which sometimes will not purchase what the person needs or will not allow them to take it from the facility to visit family.

If your program has specific entry or application criteria, please describe it here.

The paper application collects the consumer demographic information: name, address, age, including disability, income, insurance, equipment requested, referral source, and all we request a short description of their situation. Some of these stories are shared on the individual localities page to provide insight to how beneficial this program is to our community.

DISABILITY RESOURCE CENTER OF THE RAPPAHANNOCK AREA, INC. - Equipment Connection

Program Budget Narrative

Please indicate in detail reasons for increases or decreases in the amounts you are requesting.

The Equipment Connection is an unfunded program, with no consistent funding stream. The IL State grant does not have deliverables for this service. The increases requested are a result of ongoing need to fund the free program for people with disabilities in the Rappahannock Region. People are never assessed a fee for the equipment they are provided from the Equipment Connection. This program developed as a result of community need.

If an increase is being requested, please describe the impact not receiving an increase would have on the program.

Over the past several years, the dRC Board has discussed the possibility of reducing the program hours to help reduce cost. Unfortunately there are people daily that find themselves in immediate need of equipment. On a day recently when the Coordinator was out for the morning, dRC had seven phone calls from people either at the door or being discharging from the emergency room, hospital or rehab, hoping to get equipment. The beauty of this program is it is designed to meet that immediate need, without a lot of red tape. dRC is proud of how well we are able to meet needs and hope to continue to have daily service M-F.

In particular, please describe in detail if any increase is sought for new positions or personnel.

No new positions are requested.

DISABILITY RESOURCE CENTER OF THE RAPPAHANNOCK AREA, INC. - Equipment Connection

Program Specific Budget

Please provide your program specific budget below.

Expenses

	FY 2017 Actual	FY 2018 Actual	FY 2019 Budgeted	FY 2020 Budgeted	FY 2021
Personnel				68,500.00	70,555.00
Benefits				15,068.00	15,520.00
Operating Expenses				7,700.00	7,931.00
Capital Expenses				1,100.00	1,133.00
Total	0.00	0.00	0.00	92,368.00	95,139.00

Revenues

This section represents revenue specifically associated with your program. Revenue that supports the implementation of your program and the services provided to the community.

	FY 2017 Actual	FY 2018 Actual	FY 2019 Budgeted	FY 2020 Budgeted	FY 2021
Caroline				1,082.00	1,103.00
Fredericksburg				2,103.00	2,145.00
King George				840.00	857.00
Spotsylvania				2,800.00	3,136.00
Stafford				2,628.00	2,943.00
United Way				0.00	0.00
Grants				36,433.00	36,433.00
Client Fees				0.00	0.00
Fundraising				3,600.00	3,600.00
Other (Click to itemize)	0.00	0.00	0.00	12,982.00	12,982.00
ASL Tuition Fees				500.00	500.00
Building Rental Fees				20.00	20.00
Contributions				500.00	500.00
Other Revenue				1,512.00	1,512.00
Direct Service Reimbursements				300.00	300.00

	FY 2017 Actual	FY 2018 Actual	FY 2019 Budgeted	FY 2020 Budgeted	FY 2021
Interest Income				150.00	150.00
EC Donation Jar				10,000.00	10,000.00
Total	0.00	0.00	0.00	62,468.00	63,199.00

Surplus / Deficit

	FY 2017 Actual	FY 2018 Actual	FY 2019 Budgeted	FY 2020 Budgeted	FY 2021
Surplus or Deficit	0.00	0.00	0.00	-29,900.00	-31,940.00

DISABILITY RESOURCE CENTER OF THE RAPPAHANNOCK AREA, INC. - Equipment Connection

[View Diagram](#) **Goals and Objectives**

Goals

Goal:

dRC will increase designated income for the Equipment Connection by recruiting 4 annual sponsors and holding one annual fundraising event.

Objectives		2017 Year End	2018 Baseline	2018 Year End	2019 Baseline	2019 Year End	2020 Baseline
dRC will submit 3 new grant or sponsor requests each quarter to foundations, businesses, or individual benefactors. dRC will hold one fund raiser annually designated to the Equipment Connection.	Total # Clients Served			1			1
	Total # Clients Achieved/Successful			1			1
	% Achieved / Successful	0	0	100	0	0	100
dRC will develop a list of potential places to give a presentation about the Equipment Connection including civic organizations, church groups, businesses and	Total # Clients Served			0			12
	Total # Clients Achieved/Successful			0			12
	% Achieved / Successful	0	0	0	0	0	100

Explanation & Overview

If your outcomes are significantly less than your stated objectives, please note any reasons why this might be the case

n/a

Updates for FY2018

Please note any changes you plan to make to the program, or the stated goals and objectives, given the data you have reported

n/a

If you are restating the goals or objectives for the prior calendar year, please include those here

n/a

Goal:

Equipment Connection will distribute 1600 pieces of durable medical equipment annually to people with permanent or temporary need to ensure their health, safety and community access.

Objectives	2017 Year End	2018 Baseline	2018 Year End	2019 Baseline	2019 Year End	2020 Baseline
Develop a marketing campaign to ensure relevant customers and supporters are aware of the Equipment Connection program. Include distribution of 2,000 brochures, attend 12 community outreach events, post relevant social media weekly, and implement 12 targeted networking contacts.	Total # Clients Served		1,800			2,076
	Total # Clients Achieved/Successful		1,800			2,076
	% Achieved / Successful	0	0	100	0	0
Hold one Open House at the Equipment Connection annually. Publicize to the community and invite consumers, and families, public and private service providers, healthcare professionals, special education teachers and staff, legislators and elected officials.	Total # Clients Served		25			200
	Total # Clients Achieved/Successful		25			200
	% Achieved / Successful	0	0	100	0	0

Explanation & Overview

If your outcomes are significantly less than your stated objectives, please note any reasons why this might be the case

this is a new goal

Updates for FY2018

Please note any changes you plan to make to the program, or the stated goals and objectives, given the data you have reported

Marketing has not been tracked in the past, except the number of brochures distributed. An open house is a new approach to raising awareness of the Equipment Connection program.

If you are restating the goals or objectives for the prior calendar year, please include those here

These are new goals

DISABILITY RESOURCE CENTER OF THE RAPPAHANNOCK AREA, INC. - Equipment Connection

Number of Individuals Served

Localities

Please provide the actual numbers of individuals served in this program during FY2017, FY2018, and FY 2019, the estimated numbers of individuals served in FY2020 and the projected numbers of individuals served in FY2021.

Locality	FY2017 (Actual)	FY2018 (Actual)	FY 2019 (Actual)	FY 2020 Estimate	FY 2021 Projected
Fredericksburg City	457	480	471	518	570
Caroline County	89	88	74	81	89
King George County	89	79	71	78	86
Spotsylvania County	560	379	323	355	391
Stafford County	397	79	296	326	359
Other Localities	239	111	59	65	71
Total	1,831	1,216	1,294	1,423	1,566

DISABILITY RESOURCE CENTER OF THE RAPPAHANNOCK AREA, INC. - Equipment Connection

Collaborative Impact

Efforts and Partnerships

Describe in detail examples of collaborative efforts and key partnerships between your program and the other programs or agencies in the area.

The Equipment Connection receives the majority of the equipment we donate back to the community from Rappahannock Goodwill Industries. RGI sets aside equipment at their warehouse and the Equipment Connection staff pick it up weekly. Distribution of equipment is often through staff of area healthcare providers, long term care agencies, departments of social services, aging service providers, homeless services, hospitals, long term care, assisted living and rehabilitation facilities who depend on the Equipment Connection to serve their clients. Unfortunately, we have not realized financial support from the agencies who refer their clients. Often equipment is picked up from the Equipment Connection by a service provider or paid care attendant. Department of Aging and Rehabilitation Rehabilitation Engineer retrieves equipment to be used to modify to serve individuals who require specialized adaptations to equipment to use for work or community use.

Collaborative Impact

Describe in detail how the community would be impacted if your program were dissolved or merged with another partner agency.

The Equipment Connection is the only full service durable medical equipment reuse program that serves individuals who have an immediate need for devices. The changes in Medicaid and Medicare make it difficult for people to have their existing equipment replaced or repaired. The Equipment Connection staff regularly repairs equipment for individuals who want to keep what they have, but are not able to make their own repairs. This is not a readily available or affordable service in our region. Every day we hear this program is a God Send for people who can't afford to get what they need. People who are without the equipment they need will have limited access to the community and healthcare. According the the PASS IT ON Center, access to durable medical equipment (DME) improves health and safety, minimizes doctor visits and returns to hospitals, reduces or delays assisted living and nursing home placements, and enables some people and/or caregivers to keep working.